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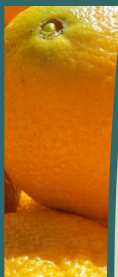
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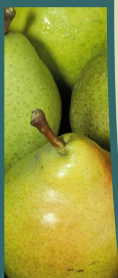
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Agricultural Refrigerated Truck Quarterly

3rd Quarter, 2015
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Quarterly Overview

Fruit and Vegetable Shipments

Reported U.S. truck shipments of fresh produce during the 3rd quarter 2015 were 7.66 million tons, 19 percent lower than the previous quarter and 5 percent lower than the same quarter last year.

Shipments from California were the highest in the 3rd quarter, totaling 2.8 million tons and accounted for 36 percent of the total reported shipments of fresh fruits and vegetables. Shipments from the Pacific Northwest totaled 1.45 million tons, representing 19 of the reported shipments followed by Mexico which totaled 1.28 million tons and 17 percent of the reported shipments.

The following top 5 commodities accounted for 45 percent of the reported truck movements during the 3rd quarter 2015:

- ▶ Potatoes (13 %)
- ▶ Watermelon (11%)
- ▶ Apples (9 %)
- ▶ Onions, dry (6 %)
- ▶ Grapes (5 %)

Truck Rates

The table below provides a snapshot of quarterly rates for U.S. produce shipments over 4 mileage categories—0-500, 501-1,500, 1,501-2,500, and 2,500+ miles. U.S. average truck rates are weighted by regional rates and volumes.

U.S. Average Fruit and Vegetable Truck Rates per Mile				
	0-500 miles	501-1,500 miles	1,501- 2,500 miles	2,500 miles +
Q3 2014	5.92	2.65	2.26	1.45
Q4 2014	5.49	2.5	2.33	1.44
Q1 2015	4.68	2.47	2.31	1.32
Q2 2015	5.04	2.62	2.38	1.27
Q3 2015	6.45	2.43	2.33	1.31
Q3 Change from Previous Quarter	28%	-7%	-2%	3%
Q3 Change from Same Quarter Last	9%	-8%	3%	-10%

Diesel Fuel

During the 3rd quarter 2015, the U.S. diesel fuel price averaged \$2.63 per gallon—7.8 percent lower than last quarter and 31.5 percent lower than the same quarter last year

Regulatory News and Updates

Electronic Logging Devices to be required across Commercial Truck and Bus Industries: On December 10, 2015, the U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) announced the adoption of a final rule requiring the use of electronic logging devices (ELD) within 2 years to document drivers compliance with hours of service limits. The rule includes strict protections to protect commercial drivers from harassment. An FMCSA [Prohibition of Coercion of Drivers](#) rulemaking, effective January 29, 2016, further safeguards drivers from being coerced to violate federal safety regulations and provides the agency with the authority to take enforcement actions not only against motor carriers, but also against shippers, receivers, and transportation intermediaries. A copy of the ELD Final Rule is available at <https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices-and-hours-service-supporting-documents>. Further information, including a comprehensive, searchable list of frequently asked questions, and a calendar of upcoming free training webinars, is available at <https://www.fmcsa.dot.gov/elds>. On December 11, 2015, the Owner-Operator Independent Drivers Association [filed a Petition for Review of the final rule](#) with the U.S. Court of Appeals for the 7th Circuit.

White House Completes Regulatory Review of Proposed Rule on Carrier Safety Fitness Determination: On December 10, 2015, the White House Office of Management and Budget, Office of Information and Regulatory Affairs (OIRA) completed its regulatory review of FMCSA's proposed rule on *Carrier Safety Fitness Determination* which OIRA received on June 23, 2015. Completion of the review enables the subsequent publication of the proposed rule in the Federal Register. OIRA continues to review an FMCSA notice concerning *Entry-Level Driver Training* received on November 7, 2015, and a proposed National Highway Traffic Safety Administration (NHTSA) rule, *Heavy Vehicle Speed Limiters*, received on May 19, 2015. Rulemaking details and status updates are available at <http://www.reginfo.gov/public/> and <https://www.fmcsa.dot.gov/>.

DOT Issues Notice of Proposed Rulemaking on Improved Rear Impact Protection for Trailers and Semitrailers: On December 7, 2015, NHTSA issued a notice of proposed rulemaking (NPRM) that focuses on upgrading the Federal motor vehicle safety standards that address underride protection in light-vehicle crashes into the rear of trailers and semitrailers. The proposed rulemaking continues the agency's initiative to upgrade the standards for truck and trailer rear impact crash protection. Earlier this year, NHTSA published an [advance notice of proposed rulemaking](#) on rear underride crash protection and visibility conspicuity of single unit trucks. Comments on [this NPRM](#) can be submitted to the docket up to 60 days after publication in the Federal Register.

Fixing America's Surface Transportation: On December 4, 2015 the [President signed into law](#) H.R. 22, the "Fixing America's Surface Transportation Act (FAST Act)," which authorizes \$305 billion in budgetary resources for surface transportation programs for Fiscal Years 2016-2020; reauthorizes taxes that support the Highway Trust Fund through September 30, 2022, and expenditures from that Fund through October 1, 2020; reauthorizes the Export-Import Bank through September 30, 2019; and improves the Federal permit review process for major infrastructure projects. In preparing to sign the bill, the [President stated](#) "Congress should pass a bill like the GROW AMERICA Act I've proposed in the past, one that supports even more jobs and invests even more in our roads and highways than the bill passed last night so we can meet our country's infrastructure needs."

FMCSA Removes Property Carrier Compliance and Safety Performance Data from Public Display: On December 4, 2015, pursuant to Sec. 5223 of the [FAST Act](#), much of the information previously available on the FMCSA website related to property carrier's Compliance, Safety, and Accountability (CSA) program performance was no longer available to the public. While FMCSA is not prohibited from displaying all of the CSA data, no information will be available for property carriers while appropriate changes are made. This also applies to information provided to the public through the [QCMobile](#) app. FMCSA is working to return the CSA website and app to operation as quickly as possible. All information on passenger carriers remains available, and enforcement users and motor carriers can view safety data by using their [login information](#).

Compliance, Safety, Accountability Program to be Studied: Section 5221 of the [FAST Act](#) requires FMCSA to commission the National Research Council of the National Academies to conduct a study of the CSA program and the Safety Measurement System (SMS) utilized by the CSA program, and submit a report within 18 months after the enactment the FAST Act. Not later than 120 days after the report, FMCSA shall submit a corrective action plan for review.

Delays in Goods Movement to be studied: Section 5501 of the [FAST Act](#) directs the USDOT Inspector General to be submit a report within 1 year on the average length of time that operators of commercial motor vehicles are delayed before the loading and unloading of such vehicles and at other points in the pick-up and delivery process. The report shall include an assessment of how delays impact the economy; the efficiency of the transportation system; motor carrier safety, including the extent to which delays result in violations of motor carrier safety regulations; and the livelihood of motor carrier drivers; and recommendations on how delays could be mitigated. Within 2 years, USDOT shall establish by regulation a process to collect data on delays experienced by operators of commercial motor vehicles before the loading and unloading of such vehicles and at other points in the pick-up and delivery process.

Regulatory Impact Analysis Procedures Updated: Section 5202 of the [FAST Act](#) requires each FMCSA regulatory impact analysis of a proposed or final major rule, shall, whenever practicable, consider the effects of the proposed or final rule on different segments of the motor carrier industry; and formulate estimates and findings based on the best available science. To the extent feasible and appropriate, and consistent with law, an analysis shall use data representative of commercial motor vehicle operators or motor carriers, or both, that will be impacted by the proposed or final rule; and consider the effects on commercial truck and bus carriers of various sizes and types.

Guidance Procedures Updated: Section 5203 of the [FAST Act](#) requires each FMCSA guidance document to be published on the website on the date of issuance or a date of revision, and include the name and contact information of a point of contact at FMCSA who can respond to questions regarding the guidance. Not later than 5 years after the guidance document publication date, FMCSA shall revise regulations to incorporate the guidance document to the extent practicable. Within 1 year, FMCSA shall review all guidance documents to ensure that such documents are current, are readily accessible to the public, and meet FAST Act standards. Not less than once every 5 years, FMCSA shall conduct a comprehensive public review of its guidance documents to determine whether such documents are consistent and clear; uniformly and consistently enforced; and still necessary. Within 60 days of a review, FMCSA shall publish a report detailing the review and a full inventory of the guidance documents, including a summary of the FMCSA response to comments received.

Petition Procedures Updated: Section 5204 of the [FAST Act](#) requires FMCSA to publish on its website a summary of all petitions for regulatory action submitted to FMCSA; to prioritize the petitions submitted based on the likelihood of safety improvements resulting from the regulatory action requested; formally respond within 180 days by indicating whether FMCSA will accept, deny, or further review the petition; and prioritize responses to petitions consistent with their potential to reduce crashes, improve enforcement, and reduce unnecessary burdens. Within 60 days after receiving a petition, FMCSA will post on its website an updated inventory of the petitions, including any applicable disposition information.

Applications Procedures for Regulatory Exemptions Updated: Section 5206 of the [FAST Act](#) provides that an exemption may be granted under paragraph for no longer than 5 years and may be renewed, upon request, for subsequent 5-year periods if FMCSA finds that continuing the exemption is likely to achieve a level of safety that is equivalent to, or greater than, the level of safety that would be obtained in its absence. If an applicant can reasonably address the reason for the denial of an exemption, FMCSA may allow the applicant to resubmit the application. The FMCSA is directed to make the following limited exemptions permanent: perishable construction products, as published in the Federal Register on April 2, 2015; transport of commercial bee hives, as published in the Federal Register on June 19, 2015; and safe transport of livestock, as published in the Federal Register on June 12, 2015. Any exemption from any provision of the regulations that is in effect on the date of enactment of the FAST Act, except as otherwise provided in section 31315(b) of title 49, shall be valid for a period of 5 years from the date such exemption was granted; and may be subject to renewal.

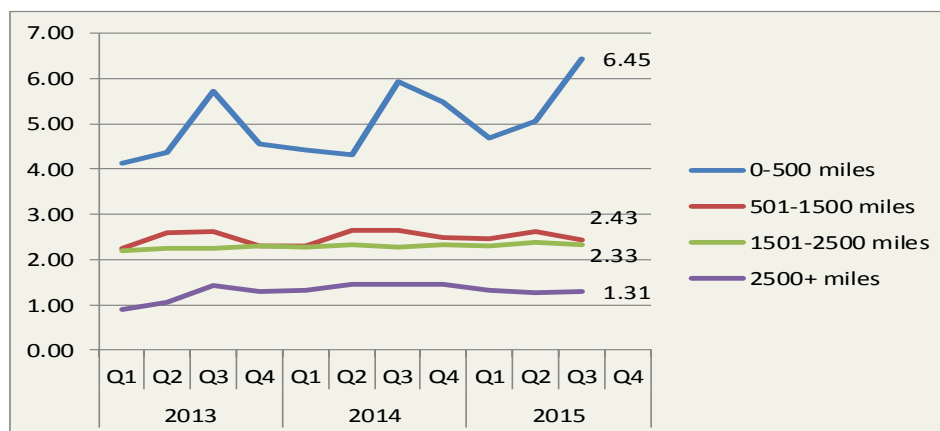
Commercial Driver Pilot Program for Drivers under the Age of 21 Established: Section 5404 of the [FAST Act](#) directs FMCSA to study the feasibility, benefits, and safety impacts of allowing a member or former member of the Armed Forces or Reserves between the ages of 18 and 21 to operate a commercial motor vehicle in interstate commerce. These drivers shall be qualified in a Military Occupational Specialty to operate a commercial motor vehicle or similar vehicle. FMCSA shall collect and analyze data relating to accidents in which a covered driver participating in the pilot program is involved; and a driver under the age of 21 operating a commercial motor vehicle in intrastate commerce is involved. A driver participating in the pilot program may not transport passengers; hazardous cargo; or operate a vehicle in special configuration. FMCSA shall conduct, monitor, and evaluate the pilot program in consultation with a working group to be established by the Secretary

consisting of representatives of the armed forces, industry, drivers, safety advocacy organizations, and State licensing and enforcement officials. The working group shall review the data collected under subsection (b) and provide recommendations to the Secretary on the feasibility, benefits, and safety impacts of allowing a covered driver to operate a commercial motor vehicle in interstate commerce. Not later than 1 year after the date on which the pilot program is concluded, FMCSA shall submit a report to Congress describing the findings of the pilot program and the recommendations of the working group.

National Summary

U.S. Truck Rates

Figure 1: Average Truck Rates for Selected Routes (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 1: Average U.S. Truck Rates for Selected Routes between 501 and 1500 miles (\$/Mile)

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	*Annual
2015	2.47	2.62	2.43		2.50
2014	2.31	2.66	2.65	2.50	2.53
2013	2.24	2.60	2.62	2.31	2.44
2012	2.10	2.54	2.45	2.29	2.35
2011	2.02	2.60	2.77	2.26	2.41
2010	1.82	2.21	2.33	1.94	2.08
2009	1.85	1.99	2.02	1.86	1.93
2008	2.02	2.56	2.77	2.24	2.40
2007	1.89	2.23	2.25	2.03	2.10
2006	1.92	2.10	2.21	2.02	2.06

*Annual: Weighted average rate for all 4 quarters.

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 2: Quarterly Rates for Key Origins by Month; 501-1500 miles (\$/Mile)

Origin	3rd Qtr 2015			2nd Qtr 2015		
	July	August	September	April	May	June
Arizona	n/a	n/a	n/a	3.19	n/a	n/a
California	2.97	2.95	2.95	2.93	2.95	2.99
Florida	n/a	n/a	1.98	2.66	3.04	2.85
Great Lakes	3.40	3.08	3.10	3.28	3.28	3.35
Mexico-Arizona	1.45	1.29	n/a	2.45	2.54	2.51
Mexico-Texas	2.05	1.92	1.86	2.24	2.25	2.23
New York	1.88	1.96	1.93	2.11	1.91	1.83
PNW	1.88	1.88	1.92	2.05	1.98	1.88
Southeast	4.73	5.26	6.42	3.84	3.64	3.75
Texas	2.55	2.45	2.36	2.38	2.38	2.37

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Note: "n/a" indicates rates not available.

Note: The rates for 8 long-haul fruit and vegetable truck corridors are included in the national rate, weighted by commodity and origin volume.

Truck Rates for Selected Routes

Table 3: Origin-Destination Truck Rates for Selected Routes , 3rd Quarter 2015 (\$/Mile)

Origin	Destination									
	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
California	2.48	2.40	2.44	2.20	2.93	7.68	2.35	2.42	2.38	2.88
Florida	3.70	1.88	2.02	2.30	.	.	.	1.97	1.75	.
Great Lake	2.89	3.45	3.24	4.18	2.83	.	2.79	3.61	3.51	.
Mexico-Ari	.	.	.	.	.	1.40	.	.	.	.
Mexico-Tex	2.05	2.07	2.16	1.82	2.35	1.50	2.17	2.15	2.08	.
New York	2.05	4.43	6.60	1.43	.	.	2.24	6.64	5.43	.
Other	2.48	2.42	2.71	2.48	3.56	2.04	2.43	3.93	4.86	.
PNW	2.26	2.33	2.23	2.17	2.29	1.90	2.14	2.32	2.30	8.57
Southeast	7.52	8.49	5.53	3.94	3.40	2.09	5.87	6.94	7.34	.
Texas	2.72	2.61	2.61	2.55	3.78	1.71	2.40	2.67	2.60	.

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Truck Rates for Selected Routes

Table 4: Origin-Destination Truck Rates for Selected Routes , 3rd Quarter 2015 (\$/Truck)

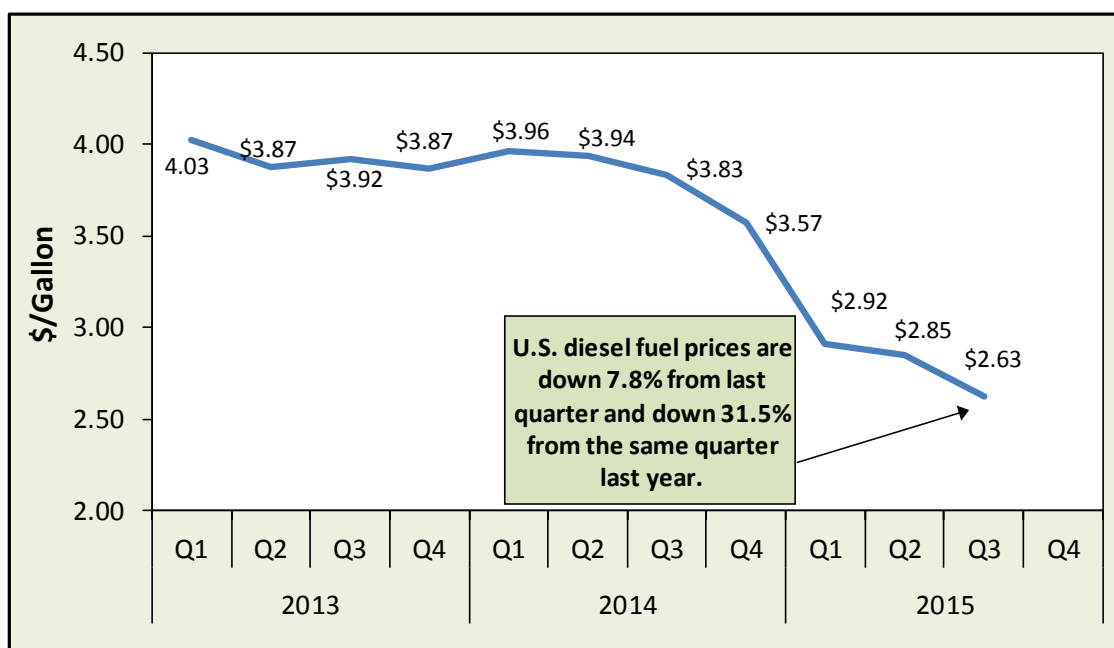
Origin	Destination									
	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
California	5,611	6,567	7,498	4,640	4,401	982	6,692	6,911	6,660	3,010
Florida	925	1,875	2,825	2,025	.	.	.	2,325	1,925	.
Great Lake	2,685	3,239	4,022	1,155	3,047	.	4,465	4,016	3,256	.
Mexico-Tex	2,354	3,712	4,754	2,604	1,173	2,404	3,327	4,308	3,958	.
New York	2,055	1,463	1,447	1,200	.	.	3,244	1,197	1,250	.
Other	2,376	4,343	4,414	2,224	1,707	1,902	4,906	4,287	3,844	.
PNW	5,268	5,761	6,128	3,890	4,233	1,791	6,376	5,930	5,805	1,200
Southeast	2,642	3,173	4,445	3,355	3,919	4,900	4,374	3,995	3,506	.
Texas	2,354	3,708	4,754	2,604	1,162	2,412	3,327	4,304	3,954	.

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

U.S. Diesel Fuel Prices

The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for fruit and vegetable movements.

Figure 2: U.S. Average On-Highway Diesel Fuel Prices



Source: Energy Information Administration/U.S. Department of Energy

Table 5: 3rd Quarter 2015 Average Diesel Fuel Prices (All Types - \$/Gallon)

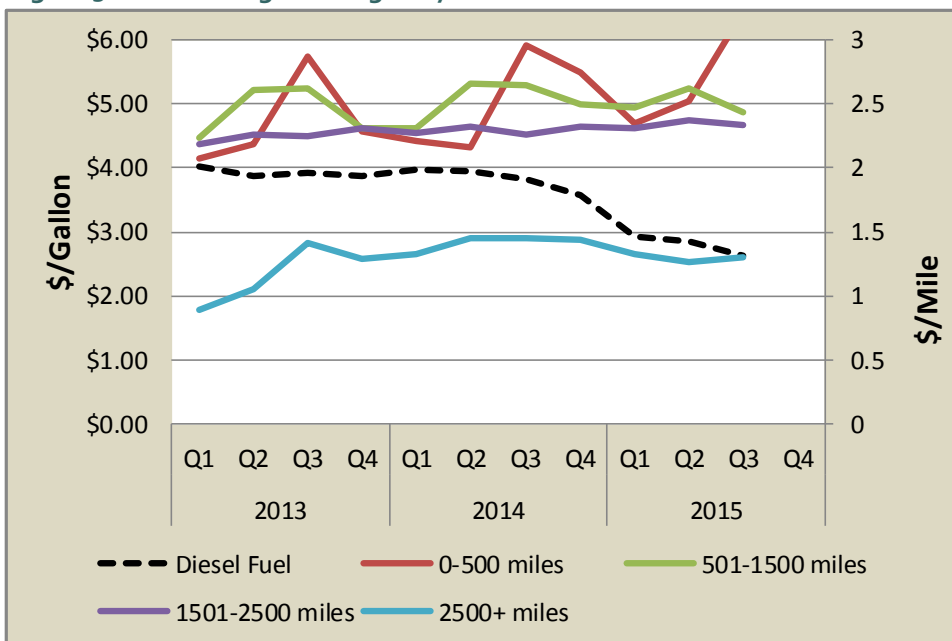
Location	Price	Change From	
		Last Quarter	Same Qtr Last Year
East Coast	2.71	-0.26	-1.17
New England	2.81	-0.27	-1.17
Central Atlantic	2.83	-0.29	-1.13
Lower Atlantic	2.60	-0.23	-1.19
Midwest	2.55	-0.19	-1.25
Gulf Coast	2.49	-0.24	-1.25
Rocky Mountain	2.64	-0.14	-1.23
West Coast	2.85	-0.23	-1.17
West Coast Less California	2.71	-0.24	-1.24
California	2.96	-0.22	-1.12
U.S.	2.63	-0.22	-1.21

Source: Energy Information Administration/U.S. Department of Energy

Relationship Between Diesel Fuel & Truck Rates

The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for fruit and vegetable movements.

Figure 3: U.S. Average On-Highway Diesel Fuel Prices and Truck Rates



Sources:

Diesel Fuel: Energy Information Administration/U.S. Department of Energy

Truck Rate: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 6: Average Diesel Fuel Prices and Truck Rates

		Diesel Fuel (\$/gallon)	Truck Rates (\$/mile) 501-1500 miles	% Change From:			
				Last Qtr		Same Qtr Last Year	
				Diesel	Truck	Diesel	Truck
2013	Q1	4.03	2.24	0%	-2%	1%	7%
	Q2	3.87	2.60	-4%	16%	-1%	2%
	Q3	3.92	2.61	1%	0%	-1%	7%
	Q4	3.87	2.27	-1%	-13%	-4%	-1%
2014	Q1	4.03	2.31	2%	2%	-2%	3%
	Q2	3.87	2.65	-1%	14%	2%	2%
	Q3	3.83	2.65	-3%	0%	-2%	2%
	Q4	3.57	2.50	-7%	-6%	-8%	10%
2015	Q1	2.92	2.47	-18%	-1%	-26%	7%
	Q2	2.85	2.62	-2%	6%	-28%	-1%
	Q3	2.63	2.43	-8%	-7%	-31%	-8%
	Q4						

Sources:

Diesel Fuel: Energy Information Administration/U.S. Department of Energy

Truck Rates: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

3rd Quarter 2015 Comparison Analysis

Diesel fuel prices averaged \$2.63 per gallon this quarter, 7.8 percent lower than last quarter and 31.5 percent lower than the same quarter last year. Average truck rates for shipments between 501 and 1,500 miles were \$2.43 per mile, 7 percent lower than the previous quarter and 8 percent lower than the same quarter last year.

The effect of a change in diesel fuel prices is compounded for produce haulers because the fuel is needed to run the refrigeration unit as well as the truck.

In many cases, trucking companies and owner-operator independent drivers are not able to pass on the full increase in fuel cost to shippers due to existing contracts, competition, and the need for backhaul cargo to cover at least some of the costs of operation. In addition, some shippers offer enough business to a company that the fuel surcharge is waived. In these cases, the total surcharge collected may not be reported or fully reimbursed to those paying for the fuel.

Quarterly Truck Availability

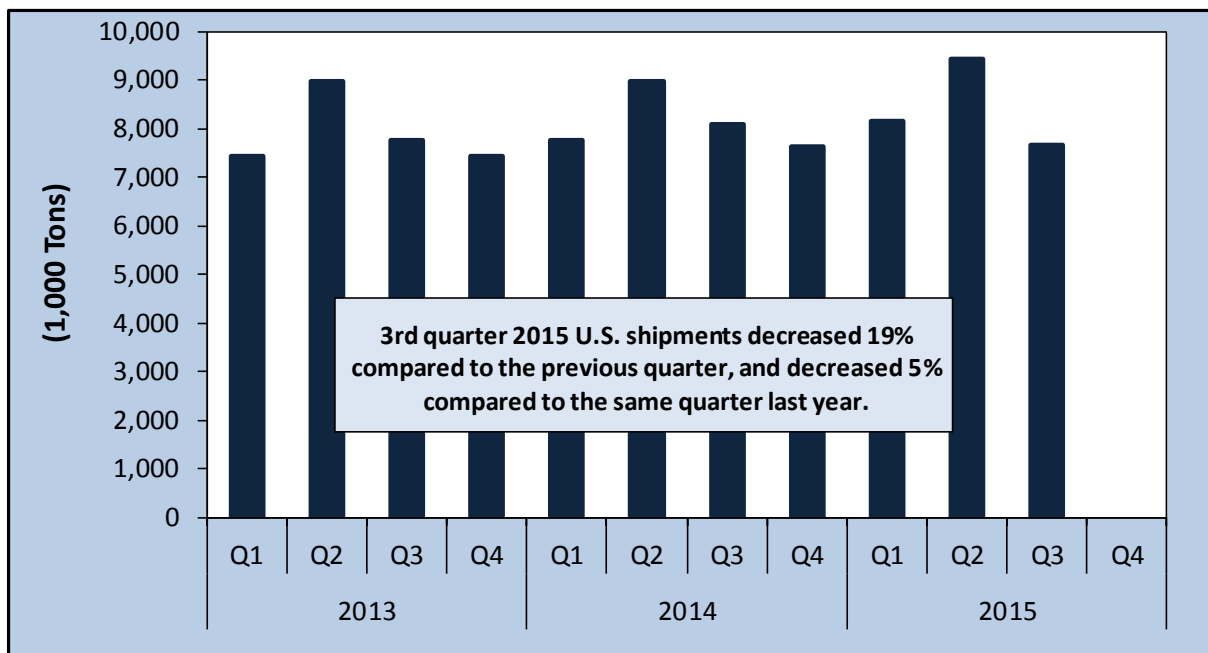
Table 7: U.S. Fresh Fruit and Vegetable Truck Availability, 3rd Quarter 2015

Region ¹	Commodity ¹	Truck Availability													
		Surplus - 1		Slight Surplus - 2		Adequate - 3		Slight Shortage - 4		Shortage - 5					
		Week Ending ¹													
CALIFORNIA, CENTRAL, AND WESTERN ARIZONA		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Central San Joaquin Valley California	Cantaloupes, Corn, Honeydews, Nectarines, Peaches, Peppers, Plums, Watermelons, Watermelon, Applepears, Cantaloupe, Honeydew, Pomegranates	3	3	3	3	3	3	3	3	3	3	3	2	2	
Imperial & Coachella Valley California	Cantaloupes, Corn, Honeydews, Peppers, Eggplant, Grapes, Watermelon	3													
Kern District California	Grapes, Carrots, Potatoes	3	3	1	3	3	3	2	2	2	3	3	2	2	
Oxnard District California	Cabbage, Raspberries, Strawberries, Leaf Lettuce, Lettuce Romaine, Cilantro	3	3	1	3	3	3	2	2	2	3	3	2	2	
Salinas-Watsonville California	Berries, Broccoli, Cauliflower, Leaf Lettuce, Lettuce, Lettuce Romaine	3	3	1	3	3	3	2	2	2	3	3	2	2	
San Joaquin Valley California	Onions	3	3	3	3	3	3	3	3						
Santa Maria California	Broccoli, Cauliflower, Leaf Lettuce, Iceberg, Romaine, Strawberries Blackberries	3	3	1	3	3	3	2	2	2	3	3	2	2	
South District California	Avocados, Citrus, Bell Peppers	3	2	2	2	2	2	2	2	2	2	3	3	3	
GREAT LAKE (MI & WI)		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Central Wisconsin	Potatoes, Onions	3	3	3	3	2	2	2	2	3	3	3	3	3	
Michigan	Onions, Apples, Squash, Cucumbers			3	3	3	3	3	3	3	3	3	3	3	
MEXICO BORDER CROSSINGS		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Mexico Crossings Through Nogales, Arizona	Grapes, Mangoes, Melons	3	3	3	3	2	2								
Mexico Crossings Through Texas	Watermelons, Carrots, Citrus, Mixed Fruits, Tomatoes, Vegetables	3	3	2	2	2	2	1	1	1	1	2	2	2	
PACIFIC NORTHWEST (ID, OR, & WA)		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Columbia Basin Washington	Potatoes, Onions	3	3	3	3	3	3	3	3	3	3	3	3	2	
Upper Valley, Twin Falls-Burley District Idaho	Potatoes	3	3	3	3	3	3	3	3	3	3	3	3	3	
Yakima Valley & Wenatchee District Washington	Nectarines, Peaches, Apples, Cherries, Pears	3	2	1	1	1	1	1	1	1	1	3	3	3	
Idaho And Malheur County, Oregon	Onions									3	3	3	3	4	
SOUTHEAST (GA, SC, & NC)		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Eastern North Carolina	Sweet Potatoes	3	3	3	3	3	3	3	3	4	4	3	4	3	
South Carolina	Peaches, Melons	3	3	3	3	3	3	3							
South Georgia	Corn, Eggplant, Melons, Bell Peppers, Squash	3	3	3											
Vidalia District Georgia	Onions	3	3	3	3	3									
North Carolina	Melons		3	3	3	3	3	3	3						
TEXAS AND OKLAHOMA		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
Lower Rio Grande Valley, Texas	Watermelons	3													
Texas	Watermelons		3	2	2	2	2	1	1	1	1	2	2	2	
FLORIDA		7/7	7/14	7/21	7/28	8/4	8/11	8/18	8/25	9/1	9/8	9/15	9/22	9/29	
West District Florida	Tomatoes												3	3	

¹ Regions reported and commodities shipped vary by week, month, season, and year. Within a region, truck availability may vary by commodity and destination.
Source: weekly Fruit and Vegetable Truck Rate Report, Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

Reported U.S. Shipments

Figure 4: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 8: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)

Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
2015	8,166	9,434	7,663		25,263
2014	7,779	8,965	8,081	7,643	32,468
2013	7,451	8,972	7,762	7,444	31,629
2012	7,577	9,008	7,774	7,532	31,890
2011	7,007	8,981	7,887	7,988	31,863
2010	7,065	8,881	7,985	7,522	31,454
2009	7,158	8,728	7,990	7,270	31,147
2008	7,059	8,666	7,426	6,904	30,057
2007	6,959	8,585	7,475	7,099	30,118
2006	6,335	8,400	7,854	6,962	29,551
2005	6,877	8,324	7,737	7,387	30,325
2004	6,867	8,331	6,876	6,732	28,807
2003	6,824	8,013	7,043	6,684	28,564
2002	6,787	8,094	6,414	6,460	27,756
2001	6,822	8,144	6,314	6,471	27,751
2000	6,776	8,155	6,916	6,395	28,242

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Reported Shipments by Selected Commodities

Table 9: Reported Top 10 Commodity Shipments for 3rd Quarter 2015 (1,000 Tons)

Commodity	3rd Quarter 2015	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
				Previous Qtr	Same Qtr Last Year
Watermelons, Seedless	1,034	1,113	914	-7%	13%
Potatoes	837	1,103	1,097	-24%	-24%
Apples	689	779	565	-12%	22%
Onions Dry	497	545	484	-9%	3%
Tomatoes	358	440	316	-19%	13%
Corn-Sweet	341	358	140	-5%	143%
Strawberries	292	351	229	-17%	28%
Lettuce, Iceberg	286	326	314	-12%	-9%
Avocados	246	264	194	-7%	27%
Cucumbers	201	263	141	-24%	43%

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Regional Markets

California

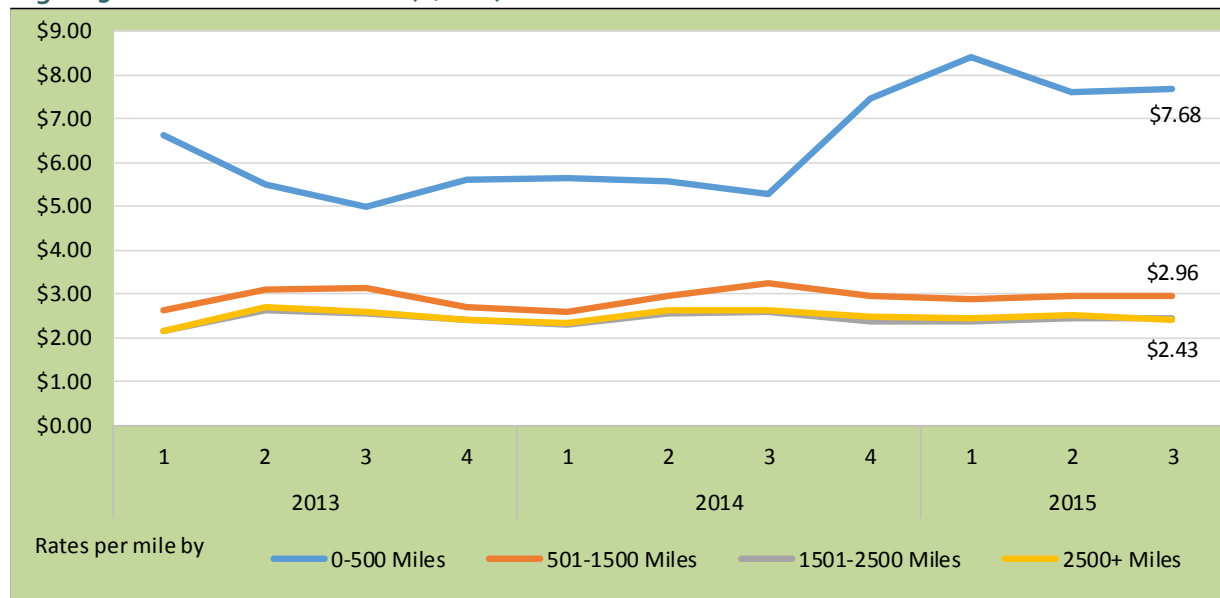
Table 10: Reported Top Five Commodities Shipped from California (1,000 tons)

Commodity	3rd Quarter 2015	Share of California Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Grapes	357	13%	42	370	758%	-3%
Cantaloups	289	10%	65	334	342%	-14%
Lettuce, Iceberg	282	10%	306	307	-8%	-8%
Strawberries	201	7%	345	229	-42%	-12%
Lettuce, Romaine	200	7%	204	197	-2%	1%
Top 5 Total	1,329	48%	962	1,437	38%	-8%
California Total	2,794	100%	2,164	3,152	29%	-11%

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 5: California Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 6: California Truck Overview

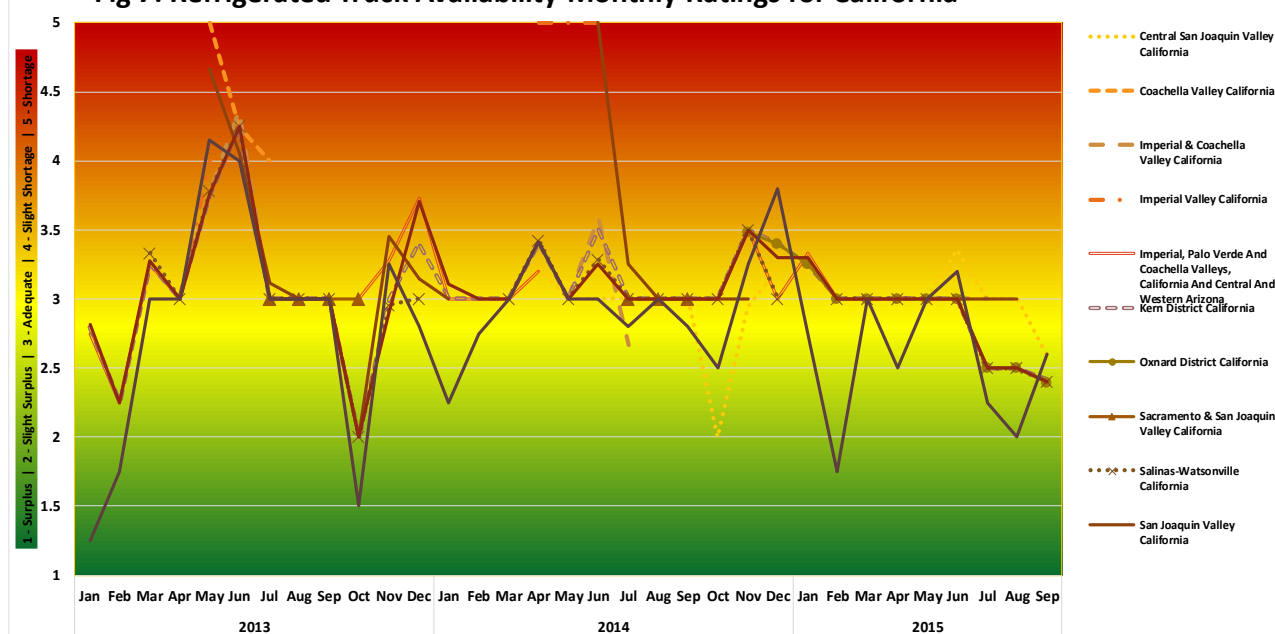
Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	July	August	September	3rd Quarter
Central San Joaquin Valley California	3.00	3.00	2.60	2.87
Imperial, Palo Verde, And Coachella Valleys	3.00	n/a	n/a	3.00
Kern District California	2.50	2.25	2.40	2.38
Oxnard District California	2.50	2.25	2.40	2.38
Salinas-Watsonville California	2.50	2.25	2.40	2.38
San Joaquin Valley California	3.00	3.00	n/a	3.00
Santa Maria California	2.50	2.25	2.40	2.38
South District California	2.25	2.00	2.60	2.28
Regional Average Availability	2.66	2.43	2.47	2.52
Diesel Fuel Price (\$/gallon)	3.12	2.94	2.85	2.97

Volume: Total reported shipments of fruits and vegetables from California during the 3rd quarter of 2015 were 2.8 million tons, an 11 percent decrease from the same quarter last year. The sum of the top five commodities decreased by 8 percent from the same quarter last year. Of the top five, Romaine lettuce increased the most, by 1 percent, and Cantaloupes decreased the most, by 14 percent.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$2.96 per mile, unchanged from the previous quarter, but 9 percent lower than the same quarter last year.

Truck Overview: Diesel fuel prices averaged \$2.97 per gallon, down 7 percent from the last quarter, and 27 percent lower than the same period last year. Truck availability for California averaged between an adequate supply and a slight surplus during the quarter. No district reported shortages.

Fig 7: Refrigerated Truck Availability Monthly Ratings for California



Pacific Northwest (PNW)

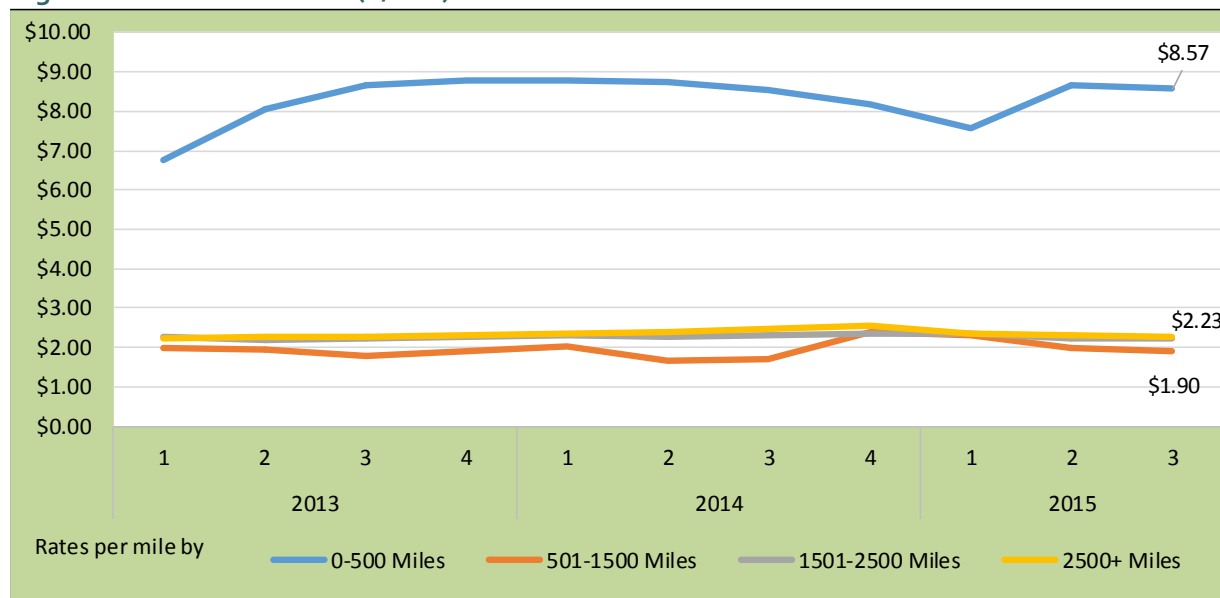
Table 11: Reported Top Five Commodities Shipped from PNW (1,000 tons)

Commodity	3rd Quarter 2015	Share of PNW Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Apples	603	41%	706	482	-15%	25%
Potatoes	481	33%	476	527	1%	-9%
Onions Dry	219	15%	155	186	41%	18%
Pears	68	5%	82	64	-17%	5%
Cherries	54	4%	92	130	-40%	-58%
Top 5 Total	1,425	98%	1,510	1,389	-6%	3%
PNW Total	1,456	100%	1,524	1,426	-4%	2%

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 8: PNW Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 9: PNW Truck Overview

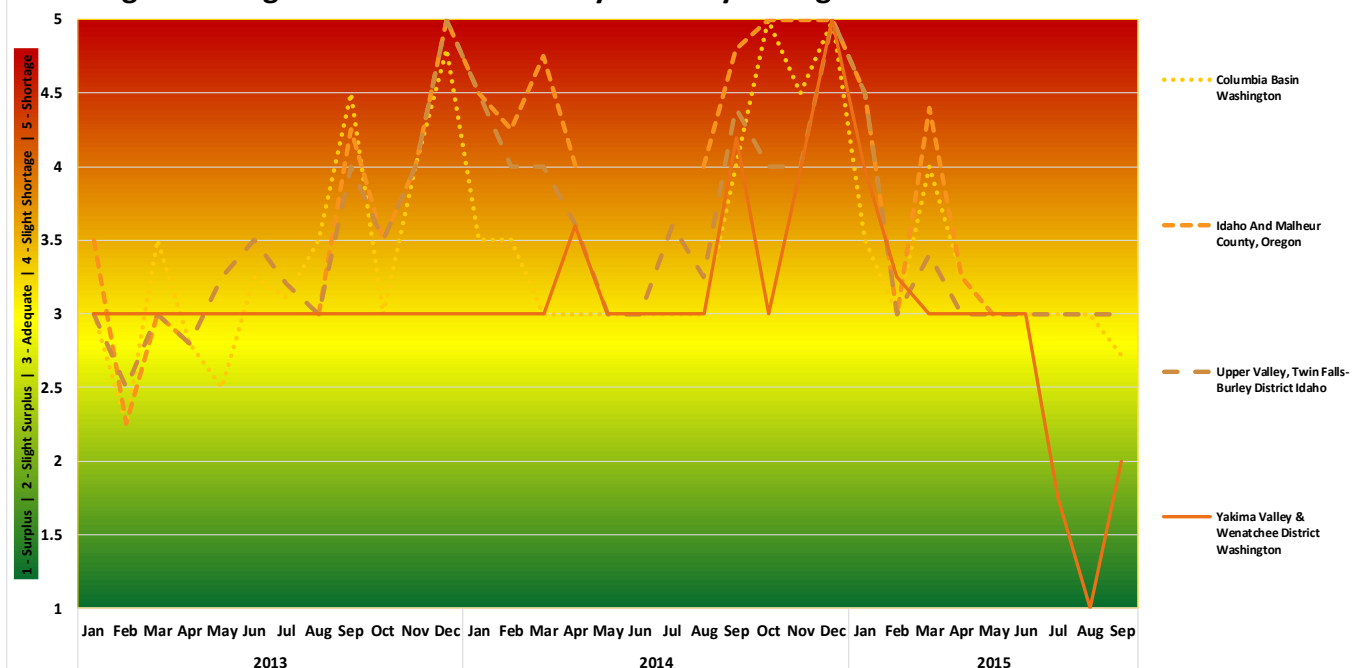
Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	July	August	September	3rd Quarter
Columbia Basin Washington	3.00	3.00	2.80	2.93
Idaho And Malheur County, Oregon	n/a	n/a	3.20	3.20
Upper Valley, Twin Falls-Burley District Idaho	3.00	3.00	3.00	3.00
Yakima Valley & Wenatchee District Washington	1.75	1.00	2.20	1.65
Regional Average Availability	2.58	2.33	2.80	2.57
Diesel Fuel Price (\$/gallon)	2.90	2.67	2.56	2.71

Volume: Total reported shipments of fruits and vegetables from the Pacific Northwest (PNW) during the 3rd quarter of 2015 were 1.5 million tons, an increase of 2 percent from the same quarter last year. The sum of the top 5 commodities increased 3 percent as well. Shipments of dry onions increased 18 percent. Pears also increased slightly by 5 percent. Potatoes decreased by 9 percent, while cherries decreased by 58 percent. According to the National Agricultural Statistics Service, Sweet Cherry production is down in both Washington and Oregon in 2015 compared to 2014. Apple production in 2015 is also below last year, but an early harvest likely explains the 25 percent increase in shipments over the same quarter last year.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$1.90 per mile, 4 percent lower than the previous quarter but 12 percent higher than same quarter last year.

Truck Overview: Diesel fuel prices averaged \$2.71 per gallon, 8 percent lower than last quarter, and 31 percent lower than the same period last year. Across the whole region, shippers reported adequate truck availability during the quarter. However, the Yakima Valley and Wenatchee District reported a Surplus, while Idaho and Malheur Country reported a slight shortage in September.

Fig 10: Refrigerated Truck Availability Monthly Ratings for the PNW



Mexico Border Crossings

Table 12: Reported Top Five Commodities Shipped from Mexico-Tot (1,000 tons)

Commodity	3rd Quarter 2015	Share of Mexico-Tot Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Avocados	198	15%	188	130	5%	52%
Limes	134	10%	133	135	1%	-1%
Peppers, Other	114	9%	93	116	23%	-2%
Tomatoes, Plum Type	97	8%	164	101	-41%	-4%
Tomatoes	97	8%	182	87	-47%	11%
Top 5 Total	639	50%	760	570	-16%	12%
Mexico-Tot Total	1,289	100%	2,663	1,181	-52%	9%

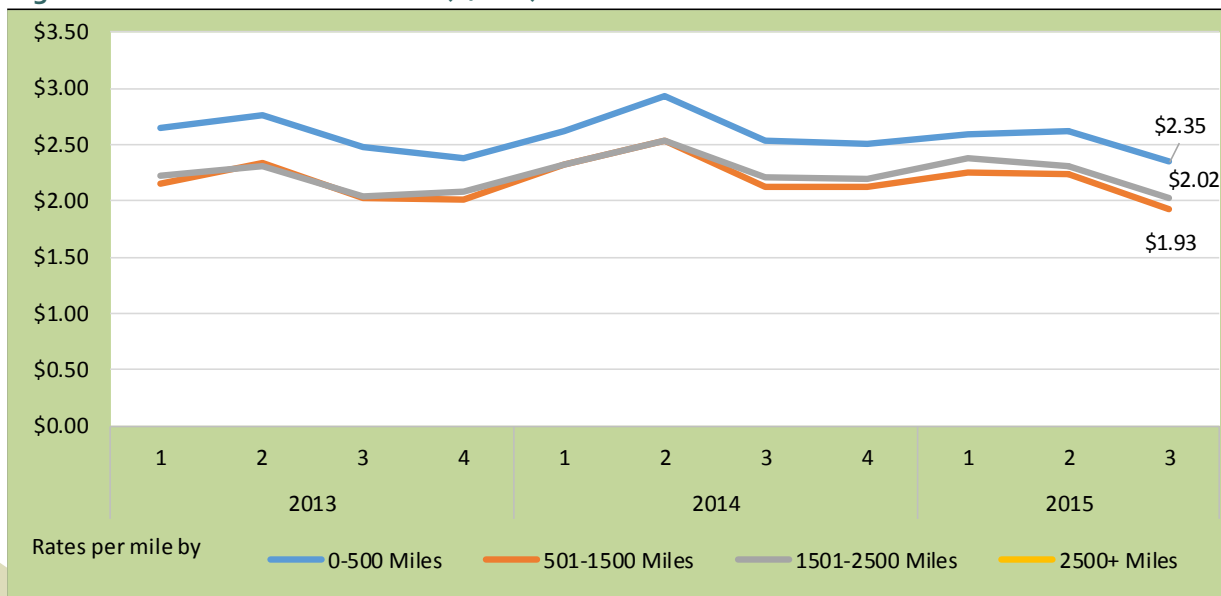
Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Table 13: Top 5 Commodities Shipped to U.S from Mexico by State of Entry (1,000 tons)

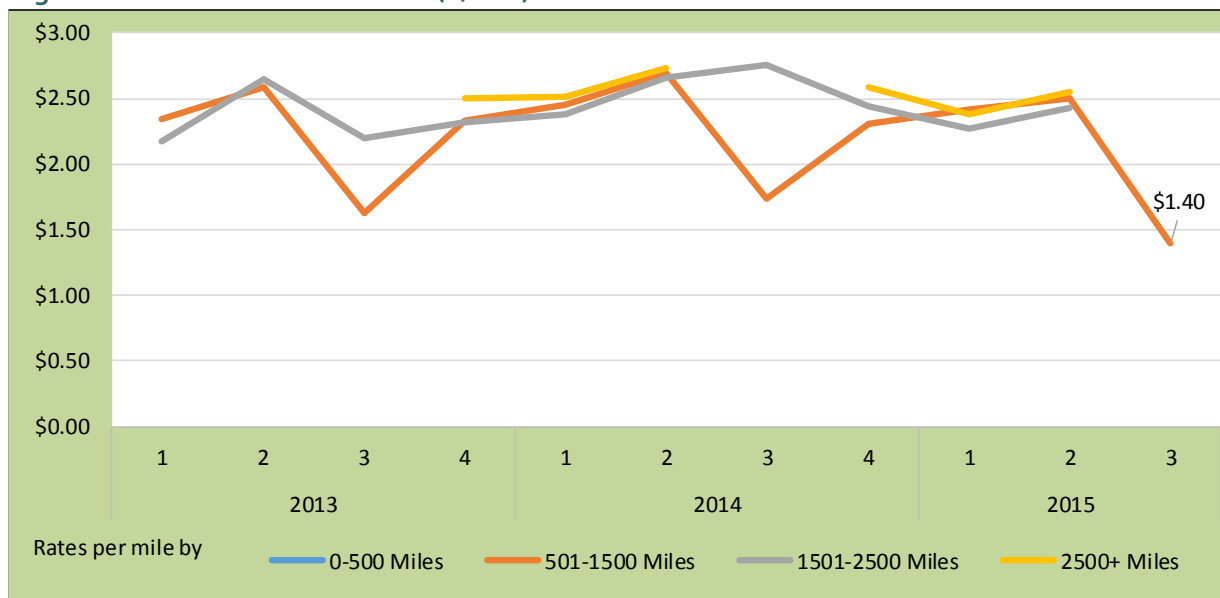
Texas		California		Arizona	
Avocados	193	Cucumbers	42	Mangoes	32
Limes	110	Tomatoes, plum type	42	Tomatoes	13
Tomatoes	65	Misc. tropical	31	Cucumbers	7
Tomatoes, Plum Type	52	Onions, green	26	Limes	6
Mangos	40	Peppers, Other	20	Watermelons	4
Other	382	Other	125	Other	29
Total	842	Total	286	Total	92

Figure 11: Mexico-Tex Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 12: Mexico-Ari Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

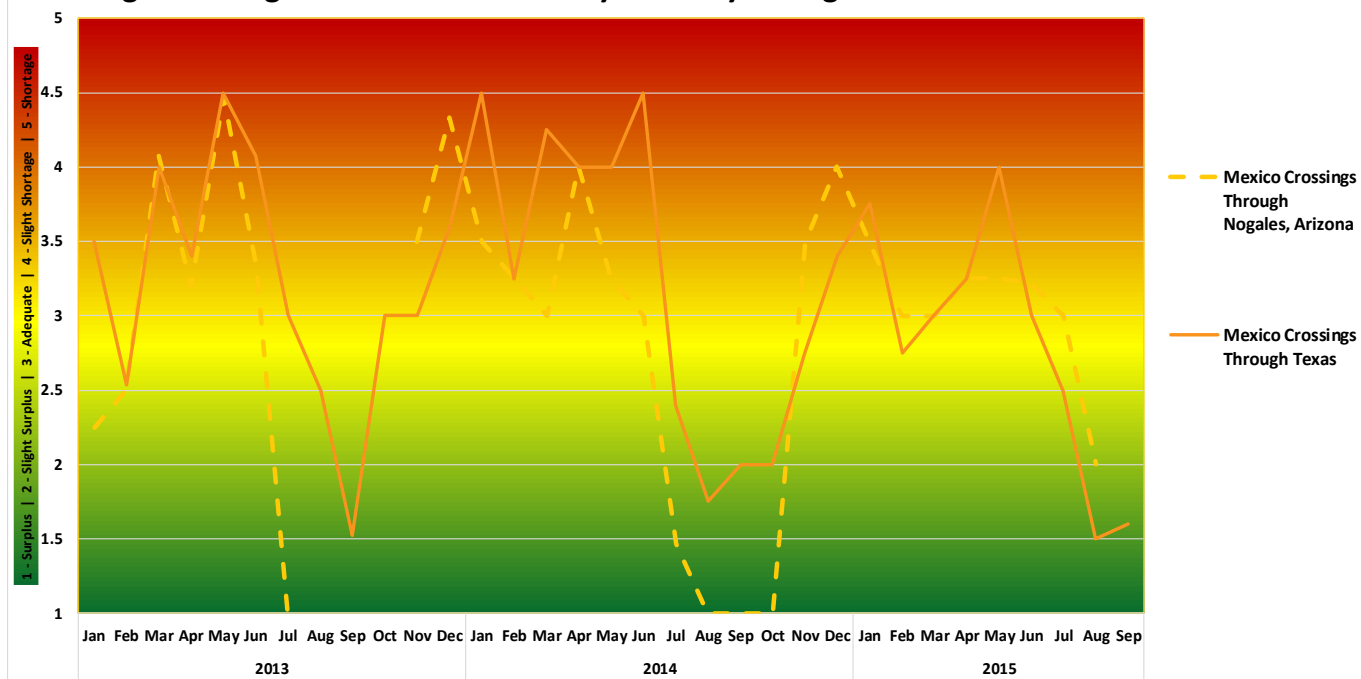
Figure 13: Mexico Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	July	August	September	3rd Quarter
Mexico Crossings Through Nogales, Arizona	3.00	2.00	n/a	2.50
Mexico Crossings Through Texas	2.50	1.50	1.60	1.87
Regional Average Availability	2.75	1.75	1.60	2.03
Diesel Fuel Price, through Arizona(\$/gallon)	2.90	2.67	2.56	2.71
Diesel Fuel Price, through Texas (\$/gallon)	2.68	2.46	2.35	2.50

Volume: Total reported shipments of fruits and vegetables from Mexico during the 3rd quarter of 2015 increased 9 percent from the same quarter in 2014. The sum of the top 5 commodities increased 12 percent from last year. The top commodity, avocados, increased 52 percent and tomatoes increased 11 percent, while limes, peppers and plum tomatoes saw modest declines. The Packer reports a growing U.S. market for avocados and strong and growing production areas in Mexico to serve the market.

Rates: Truck rates for shipments between 501 and 1,500 miles through the Texas border crossings averaged \$1.93 per mile, down 14 percent from last quarter and 9 percent lower than the same quarter last year. Rates for shipments between 501 and 1,500 miles through the Arizona border crossings averaged \$1.40 per mile, down 44 percent from last quarter and 19 percent lower than the same quarter last year.

Truck Overview: Diesel fuel prices for border crossings through Texas averaged \$2.50 per gallon, 24 cents lower than the previous quarter, and \$1.25 lower than the same quarter in 2014. Diesel fuel prices for border crossings through Arizona averaged \$2.71 per gallon, 24 cents lower than the previous quarter and \$1.24 lower than the same period in 2014. Truck availability was adequate to a slight surplus at Nogales during the 3rd quarter of 2015, and the availability through Texas showed a slight surplus throughout the quarter.

Fig 14: Refrigerated Truck Availability Monthly Ratings for Mexico

Great Lakes

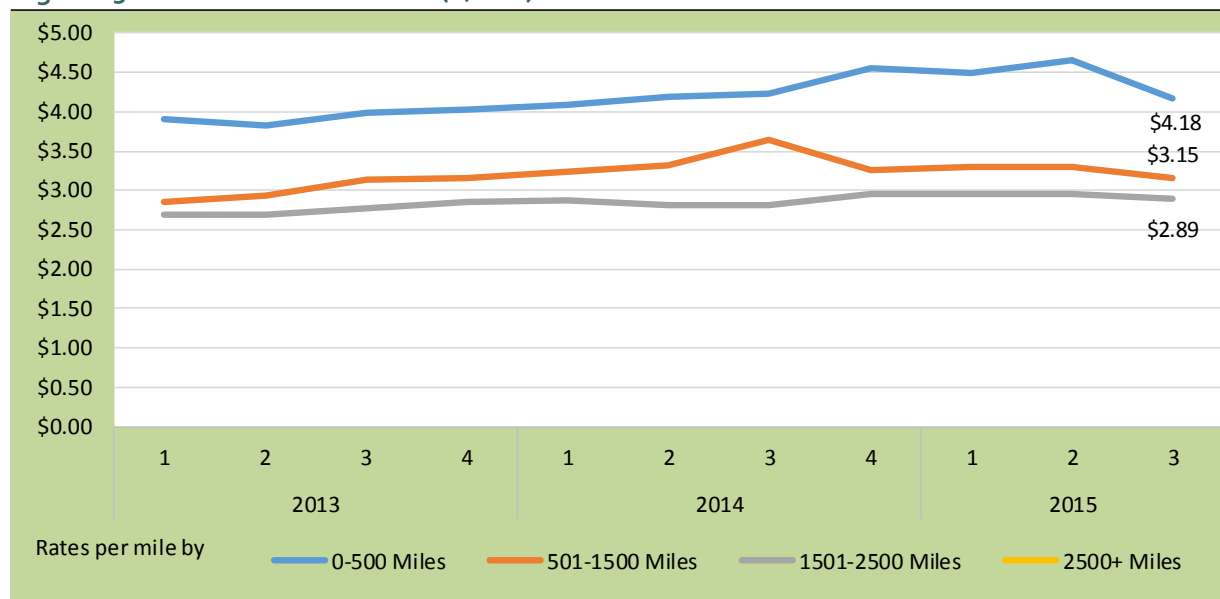
Table 14: Reported Top Five Commodities Shipped from Great Lake (1,000 tons)

Commodity	3rd Quarter 2015	Share of Great Lake Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Potatoes	160	44%	92	148	74%	8%
Cucumbers	40	11%	1	45	3747%	-11%
Watermelons, Seedless	29	8%	0	25	-	17%
Apples	22	6%	27	20	-18%	7%
Blueberries	18	5%	0	17	-	2%
Top 5 Total	269	74%	120	255	124%	5%
Great Lake Total	362	100%	130	360	179%	1%

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 15: Great Lake Truck Rates (\$/Mile)

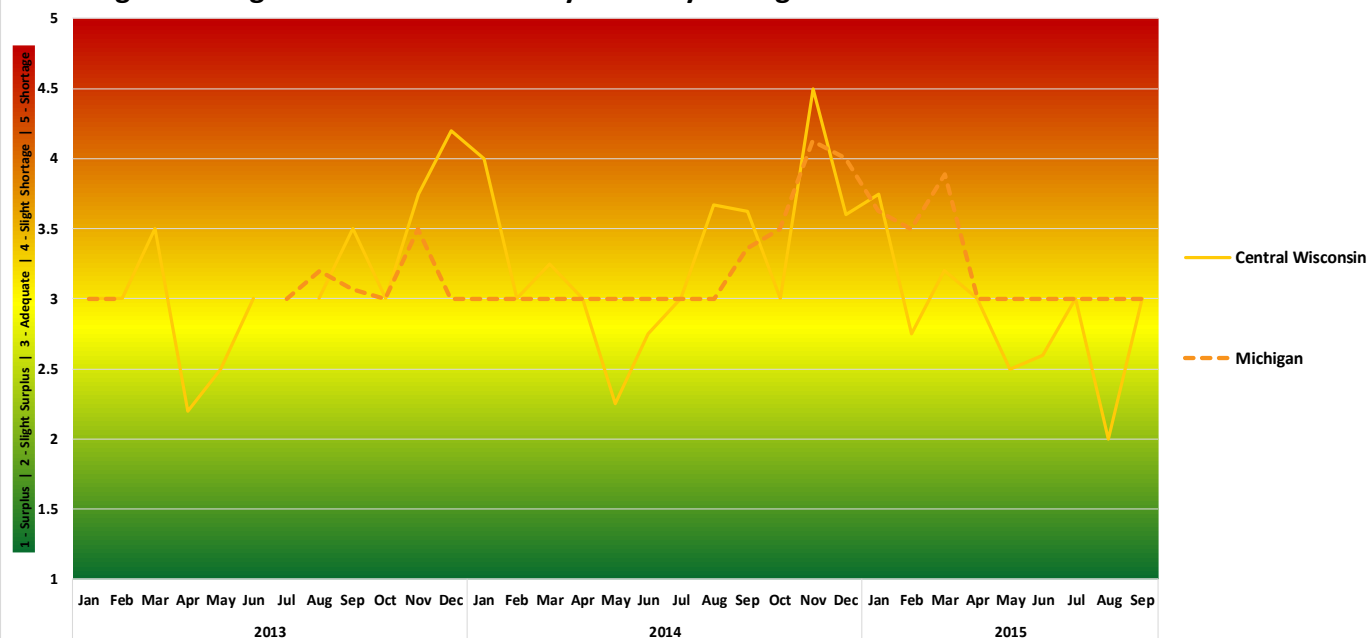


Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Volume: Total reported shipments of fruits and vegetables from Great Lake States during the 3rd quarter of 2015 increased 1 percent from the same quarter in 2014. The sum of the top 5 commodities increased 5 percent. Potato shipments increased 8 percent; however, cucumber shipments fell by 11 percent. Wisconsin potato growers experienced ideal weather conditions during the growing season according to *The Packer* allowing yields to be average to slightly above average.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$3.15 per mile, 5 percent lower than the previous quarter, and 13 percent lower than same quarter last year.

Truck Overview: Diesel fuel prices averaged \$2.55 per gallon, 6.8 percent lower than last quarter, and 32.6 percent lower than the same period last year. Truck availability was a slight surplus for much of Minnesota, adequate for Central Wisconsin and Michigan. The Southwest Indiana and Southeast Illinois region was adequate in July, but had a slight shortage in August and September.

Fig 16: Refrigerated Truck Availability Monthly Ratings for the Great Lakes**Figure 16: Great Lakes Truck Overview**

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	July	August	September	3rd Quarter
Big Lake And Central Minnesota	1.00	1.50	2.00	1.50
Central Wisconsin	3.00	2.00	3.00	2.67
Michigan	3.00	3.00	3.00	3.00
Southwest Indiana And Southeast Illinois	3.00	4.00	4.00	3.67
Regional Average Availability	2.50	2.63	3.00	2.71
Diesel Fuel (\$/gallon)	2.68	2.51	2.46	2.55

Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy

For the purpose of this report the Midwest District was used to represent the diesel fuel price for the Great Lakes.

Southeast

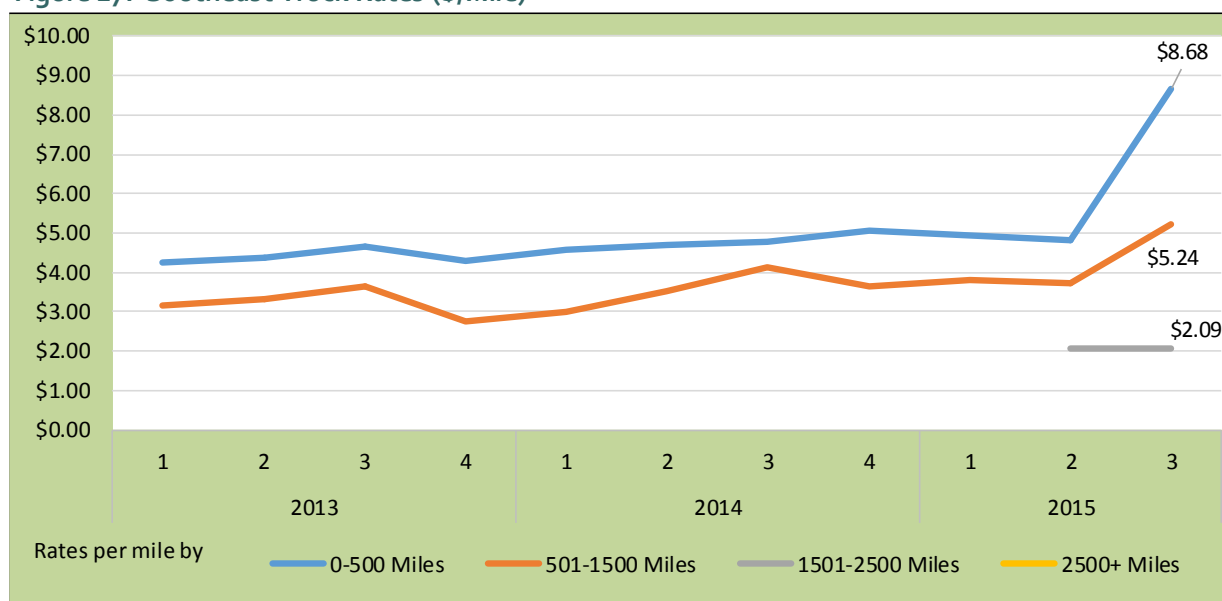
Table 15: Reported Top Five Commodities Shipped from Southeast (1,000 tons)

Commodity	3rd Quarter 2015	Share of Southeast Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Watermelons, Seedless	169	45%	209	261	-19%	-35%
Sweet Potatoes	64	17%	79	51	-19%	25%
Peaches	36	10%	27	50	33%	-29%
Onions Dry	14	4%	66	25	-78%	-43%
Watermelons, Seeded	13	4%	22	21	-40%	-38%
Top 5 Total	297	80%	403	409	-26%	-27%
Southeast Total	372	100%	811	565	-54%	-34%

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 17: Southeast Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Volume: Total reported shipments of fruits and vegetables from the Southeast during the 3rd quarter of 2015 were 372,000 tons, a decrease of 34 percent from the same quarter last year. The sum of the top 5 commodities decreased 27 percent. Except for sweet potatoes shipments that increased by 25 percent, each of the other top 5 commodities decreased over the previous year.

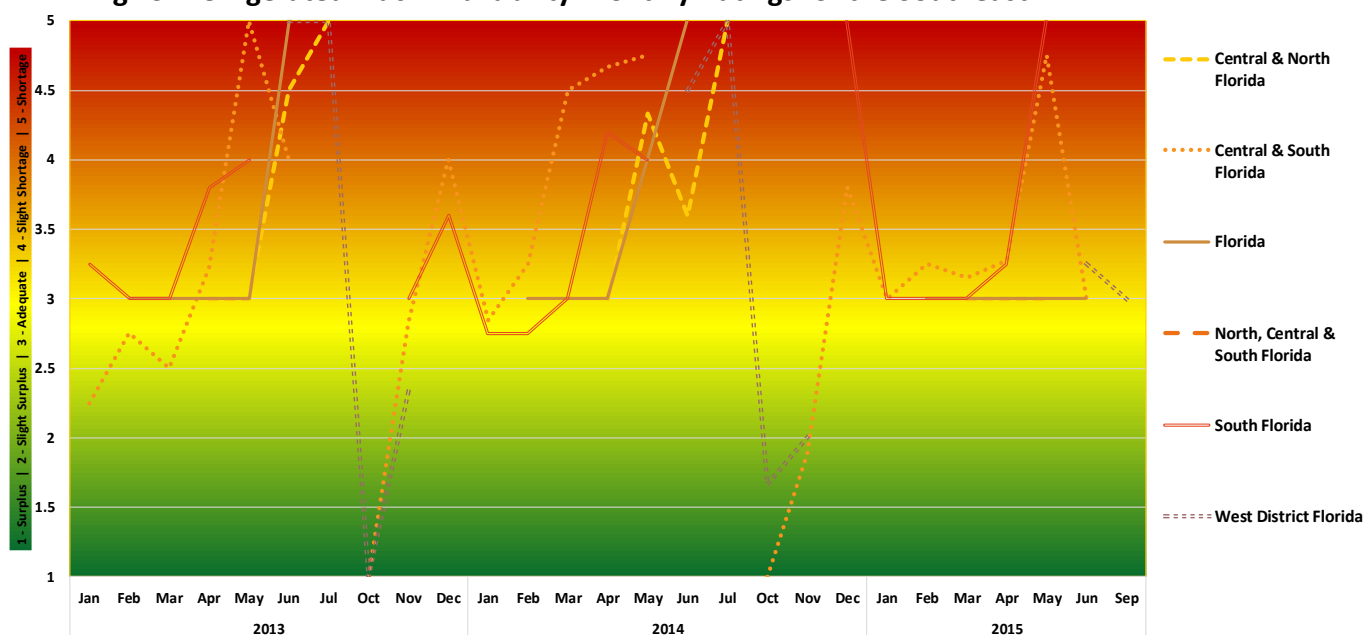
Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$5.24 per mile, 41 percent higher than the previous quarter and 27 percent higher than same quarter last year.

Truck Overview: Diesel fuel prices averaged \$2.60 per gallon, 8 percent lower than last quarter and 31 percent lower than the same period last year. Eastern North Carolina sweet potato shippers reported a slight shortage in 3 weeks in September. Truck availability was adequate in July and August. The rest of the regions reported adequate truck availability for peaches, Melons, Eggplants, Bell peppers, Squash, and Onions.

Figure 18: Southeast Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	July	August	September	3rd Quarter
Eastern North Carolina	3.00	3.00	3.60	3.20
North Carolina	3.00	3.00	n/a	3.00
South Carolina	3.00	3.00	n/a	3.00
South Georgia	3.00	n/a	n/a	3.00
Regional Average Availability	3.00	3.00	3.60	3.20
Diesel Fuel Price (\$/gallon)	2.77	2.57	2.46	2.60

Fig 19: Refrigerated Truck Availability Monthly Ratings for the Southeast



Terms and References

Data Sources: This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report* by USDA, Agricultural Marketing Service (AMS), Fruit and Vegetable Programs, Market News Division. The website is: <http://marketnews.usda.gov/portal/fv>.

Regional Markets: For the regional markets, some States are grouped into producing regions. The Pacific Northwest region includes Idaho, Oregon, and Washington. The Great Lakes region includes Michigan, Minnesota, and Wisconsin. The Southeast region includes North Carolina, South Carolina and Georgia.

Shipment Volumes: Truck shipments for all commodities and origins are not available. Those obtainable are reported, but should not be interpreted as representing complete movements of a commodity. Truck shipments from all States are collected at shipping points and include both interstate and intrastate movements. They are obtained from various sources, including Federal marketing orders, administrative committees, Federal State Inspection Service, and shippers. Volume amounts are represented in 10,000 pound units, or 1,000 10-lb packages but are converted to 1,000 tons for this report. Mexican border crossings through Arizona and Texas data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border and Protection (CBP) through USDA, AMS, Market News.

Rates: This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report*. Rates quoted represent open (spot) market rates that shippers or receivers pay depending on basis of sale, per load, including truck brokers fees for shipments in truck load volume to a single destination. Extra charges for delivery to terminal markets, multipickup and multidrop shipments are not included unless otherwise stated. Rates are based on the most usual loads in 48-53 foot trailers from the origin shipping area to the destination receiving city. In areas where rates are based on package rates, per load rates were derived by multiplying the package rate by the number of packages in the most usual load in a 48-53 foot trailer. Slightly cheaper rates will be reported during Quarters 2 and 3 as about 50 percent of onion shipments from California are hauled on open flatbed trailers. During Quarter 3, less than 20 percent of onions hauled from Washington, Idaho, and Oregon are on open flatbeds.

Regional Rates: Rate data for 10 destination markets are used to calculate average origin regional rates.

National Rates: The national rates reflect the average of the regional rates, separated by mileage category and weighted by volume between origin and destination.

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Specialty Crops Programs

<http://www.ams.usda.gov/about-ams/programs-offices/specialty-crops-program>

Fruit and Vegetable Truck Report

<http://www.ams.usda.gov/market-news/fruits-vegetables>

Economic Research Service Vegetable and Pulses

<http://www.ers.usda.gov/topics/crops/vegetables-pulses.aspx>

Economic Research Service Fruit and Tree Nuts

<http://www.ers.usda.gov/topics/crops/fruit-tree-nuts.aspx>

National Agricultural Statistics Service, Crops

http://www.nass.usda.gov/Statistics_by_Subject/index.php?sector=CROPS

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